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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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FIRST QUARTER SALES FOR METAL TREATING INDUSTRY INCREASE 5.1% OVER FIRST QUARTER 1988

First quarter 1989 billings reached $148.6 million compared to $141.4 million in the same period in 1988.

For the month of March 1989, sales for Commercial Heat Treaters reached their highest level since the previous March. March 1989 billings amounted to $52.1 million, off trivially (0.2%) from March 1988 when reported sales totaled $52.2 million.

Five MTI districts were above their March 1988 sales total. Eight of the nine districts also topped their first-quarter 1988 performance.

A summary of percentage change by geographic regions follows:

	District	Mar 89 vs. Mar 88	Total 1989 vs. 1988
1	New England (MA-RI-CT)	- 1.2	- 1.2
2	Middle Atlantic (NY-NJ-E.PA-MD)	1.2	6.9
3	South Central (W.PA-OH-IN-KY)	4.2	8.9
4	Michigan	2.3	7.8
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	1.4	11.5
6	North Central (IL-WI-MN-MO-IA)	- 2.6	3.0
7	Pacific Coast (CA-AZ-ORE-WASH)	1.1	3.4
8	Southwest (TX-OK-AR-CO-LA-UT)	- 7.9	0.9
9	Canada	- 4.9	3.2

METAL TREATING INSTITUTE
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ANALYSIS OF NATIONAL BILLINGS

MARCH, 1989

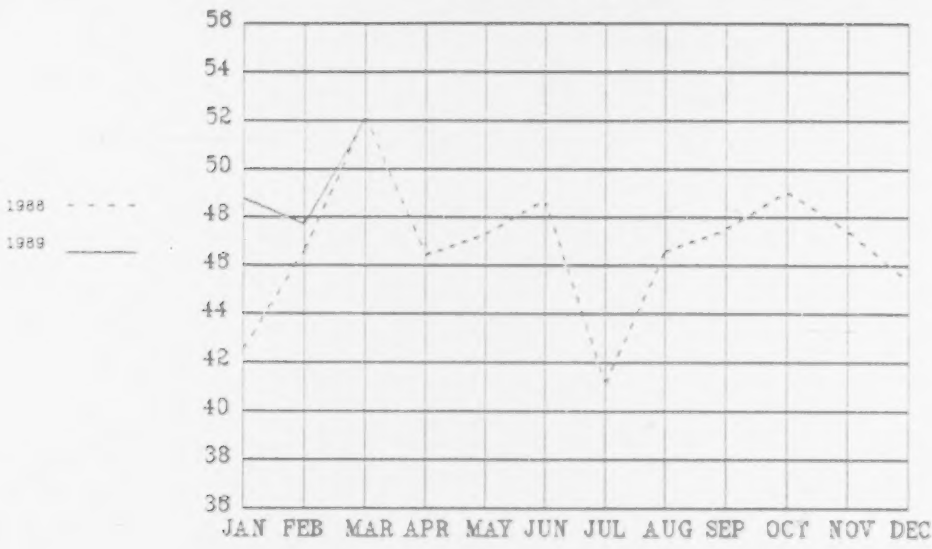
BILLINGS FOR MONTH

	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1988	1989	%	1988	1989
Total	215	52217.9	52131.8	- 0.2	100.0	100.0
Dist. 1	16	3633.5	3588.9	- 1.2	7.0	6.9
Dist. 2	26	5143.4	5203.4	1.2	9.8	10.0
Dist. 3	39	8644.3	9007.8	4.2	16.6	17.3
Dist. 4	24	6904.9	7064.6	2.3	13.2	13.6
Dist. 5	18	2997.7	3040.8	1.4	5.7	5.8
Dist. 6	33	10168.6	9900.7	- 2.6	19.5	19.0
Dist. 7	26	6511.6	6583.3	1.1	12.5	12.6
Dist. 8	18	3323.9	3089.8	- 7.0	6.4	5.9
Dist. 9	15	4889.9	4652.5	- 4.9	9.4	8.9
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1988	1989	%	1988	1989
Total	141351.7	148599.0	5.1	100.0	100.0
Dist. 1	9977.3	9861.9	- 1.2	7.1	6.6
Dist. 2	13820.9	14774.7	6.9	9.8	9.9
Dist. 3	23646.0	25754.6	8.9	16.7	17.3
Dist. 4	18956.9	20441.5	7.8	13.4	13.8
Dist. 5	7775.5	8671.6	11.5	5.5	5.8
Dist. 6	27045.9	27846.4	3.0	19.1	18.7
Dist. 7	17996.9	18604.0	3.4	12.7	12.5
Dist. 8	8676.5	8756.8	0.9	6.1	5.9
Dist. 9	13455.8	13887.5	3.2	9.5	9.3

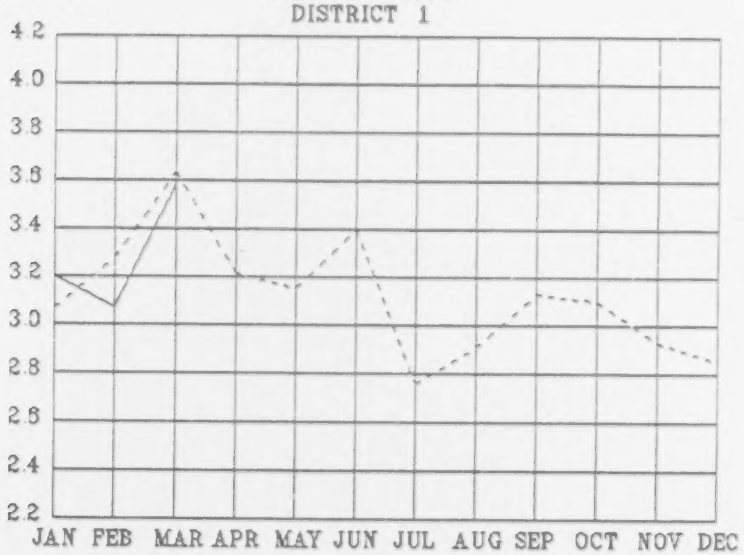
MILLIONS NATIONAL BILLINGS



1988 - - - -
1989 ———

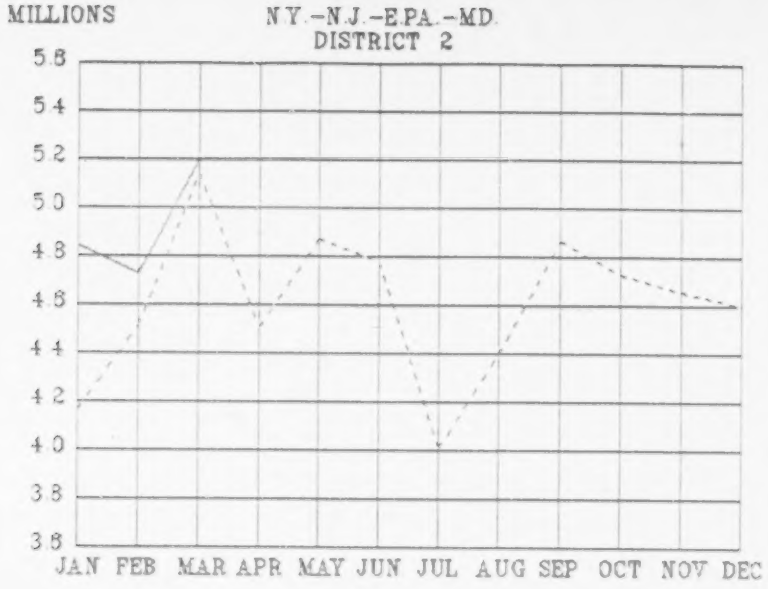
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	14.8	2.2	-0.2									
% Change	Cumulative	14.8	8.2	5.1									

MILLIONS MASS.-R.I.-CONN. DISTRICT 1

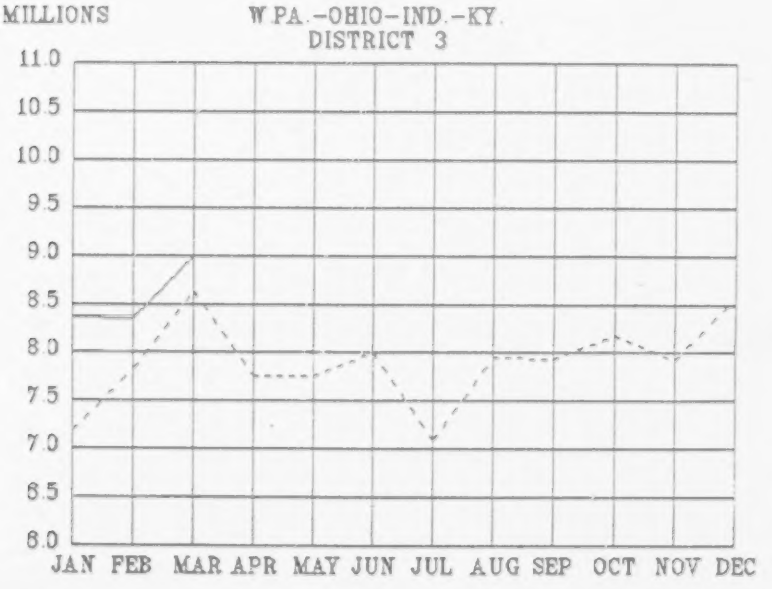


1988 - - - -
1989 ———

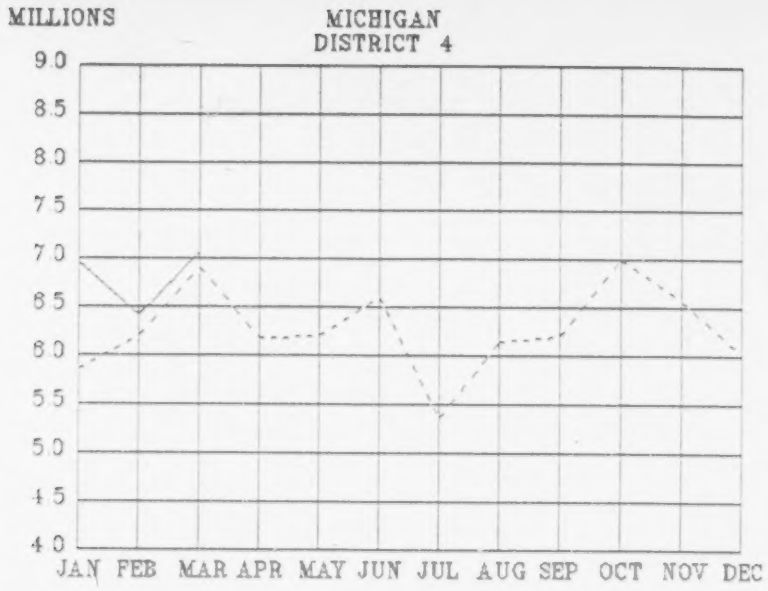
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	4.4	-6.3	-1.2									
% Change	Cumulative	4.4	-1.1	-1.2									



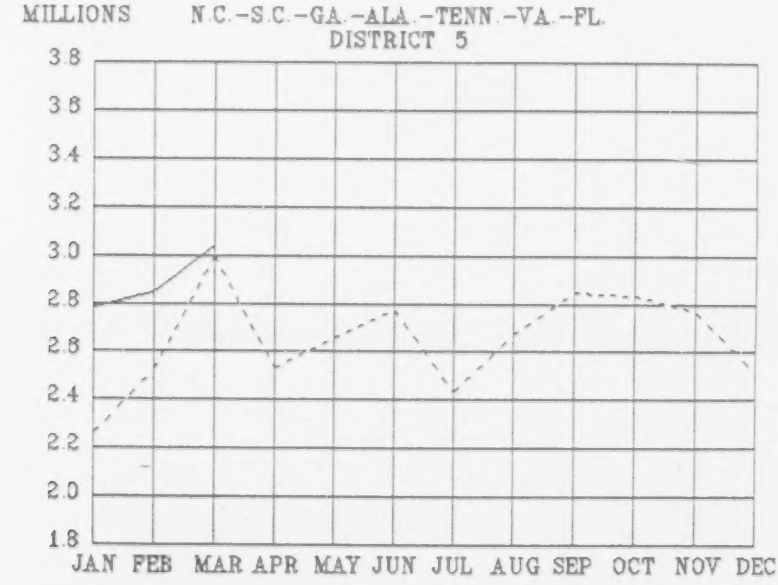
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.3	4.8	1.2									
% Change	Cumulative	16.3	10.3	6.9									



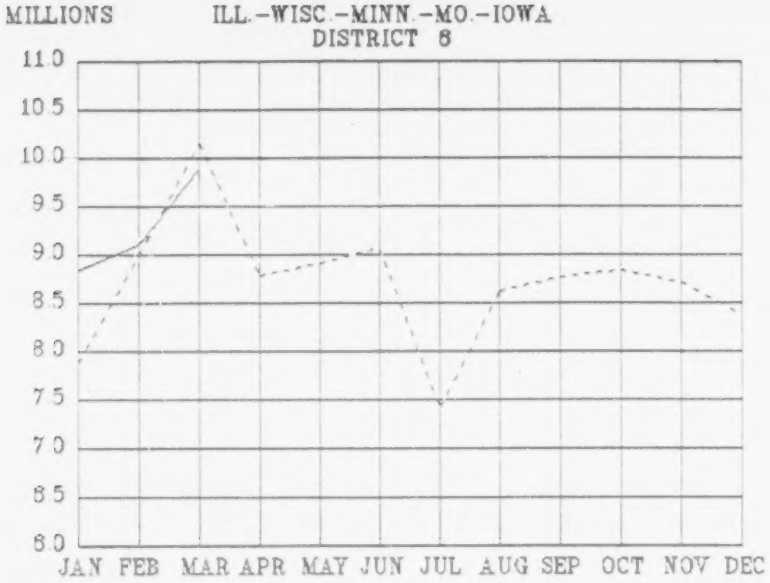
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.7	7.0	4.2									
% Change	Cumulative	16.7	11.6	8.9									



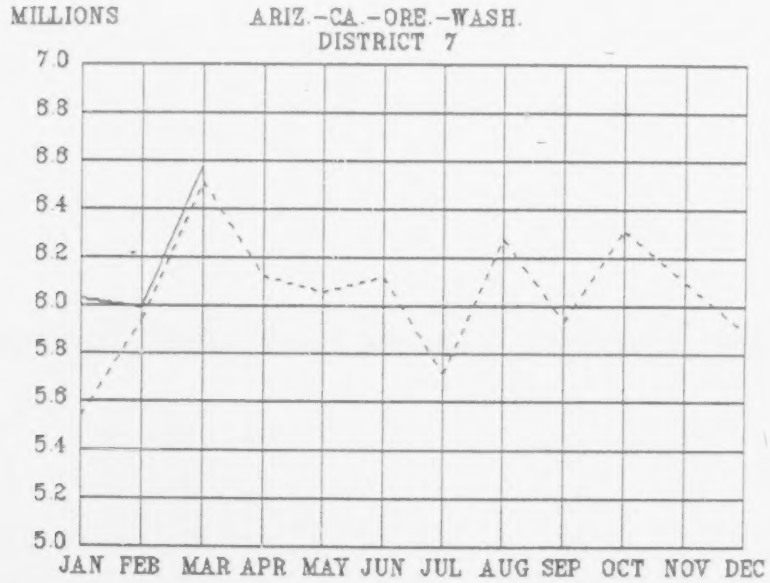
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1	3.3	2.3									
% Change	Cumulative	19.1	11.0	7.8									



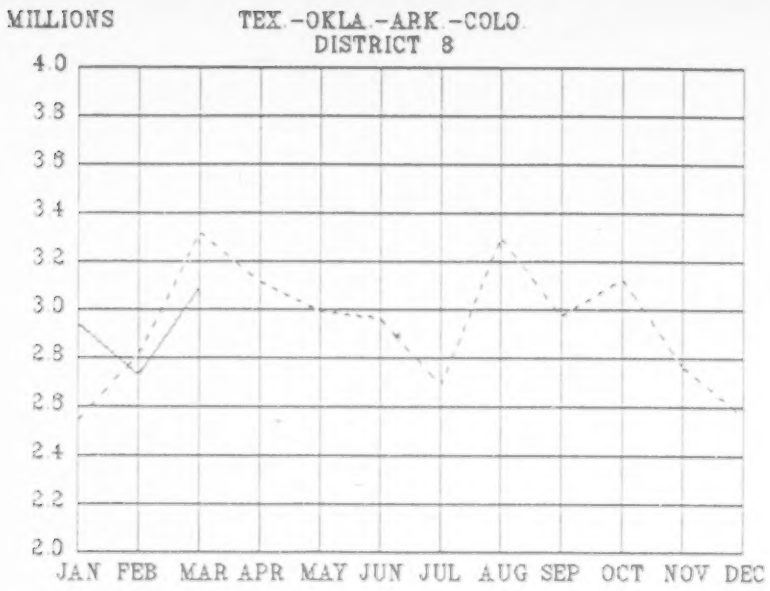
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	23.2	13.1	1.4									
% Change	Cumulative	23.2	17.9	11.5									



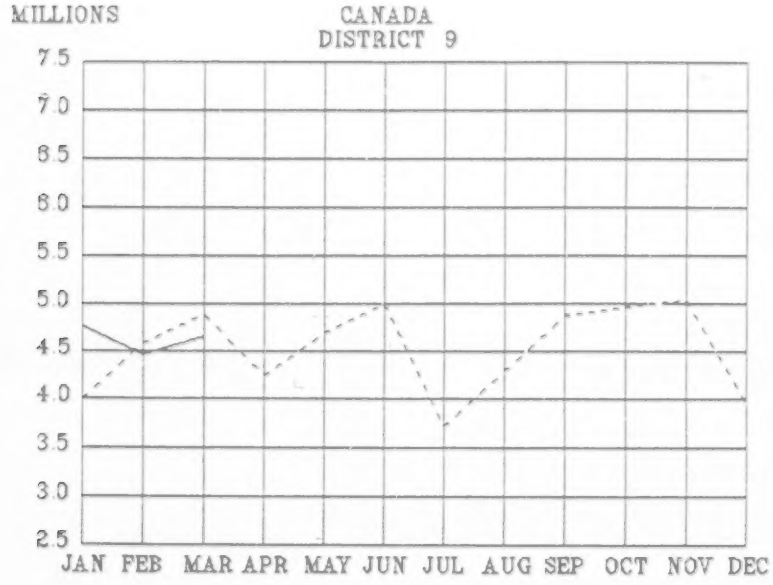
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.2	1.2	-2.6									
% Change	Cumulative	12.5	6.3	3.0									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.9	0.8	1.1									
% Change	Cumulative	8.9	4.7	3.4									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	-3.1	-7.0									
% Change	Cumulative	15.8	5.9	0.9									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.9	-2.7	-4.9									
% Change	Cumulative	19.9	7.8	3.2									